

Handout Two

Office and Industrial Land Category Descriptions

Land Status: takes into account the landowners' marketing or development plans and the current condition of the site. There are six categories of land status, each having its own marketability and implications for the speed of development:

1. ***Legislative Process:*** Land that is going through a legislative change and until the process is completed, the property is not marketed.
2. ***Unknown:*** Land zoned for office or industrial use, but no information is available concerning the owner's desire to market or develop the land.
3. ***Lot Sale:*** Land that is sub-divided, infrastructured, ready for development and offered for sale.
4. ***Land Sale:*** Land available for sale as-is and typically large acreage. Most of these properties require subdivision.
5. ***Holder:*** Land owned by an entity that is not currently marketing the land; the land is being held as a long-term investment.
6. ***Developer/Build Only:*** Land owned by a developer who will typically only entertain build-to-suit opportunities and will generally not sell the land.

Development Time Frame: dictates how soon occupancy can be achieved. The development time frame accounts for the total time including that of the applicant and the county. Land is classified in five development time frame categories:

1. ***Legislative Process:*** Land that is going through a legislative change and until the process is completed, the property is not marketed.
2. ***Unknown:*** Land that is zoned for office or industrial use, but no information is available concerning the development.
3. ***9 and over years:*** Land that is zoned but has not been through any part of the development process. (For example—Moorefield Station)
4. ***4-8 years:*** Land that needs to be subdivided and needs site and building plan approval prior to construction.
5. ***0-3 years:*** Land that needs site and building plan approval prior to construction.